# Motivational Interviewing

**Health Promotion Program**

**Navy Environmental Health Center**

# Motivational Interviewing

**Goal- To enhance and strengthen motivation for change!**

- **Focus- To increase motivation for a specific behavior and lifestyle change!**

# Motivational Interviewing

- Used by
  -Medical & Dental Staff
  -Health Promoters
  -Educators
  -Mental Health
  -Substance Abuse

- Based upon clinical intervention studies

# Behavior Change

- **Difficult to give up and change entrenched and harmful behaviors!**
- **Ambivalence is common…**
- **Low motivation present for difficult changes**

# Changing Behavior

- **Often we respond to resistance with confrontation…**
- **Confrontation often leads to increased resistance, conflict and arguments…**
- **Confrontation is often *counterproductive* and not helpful!**

# Motivational Interviewing

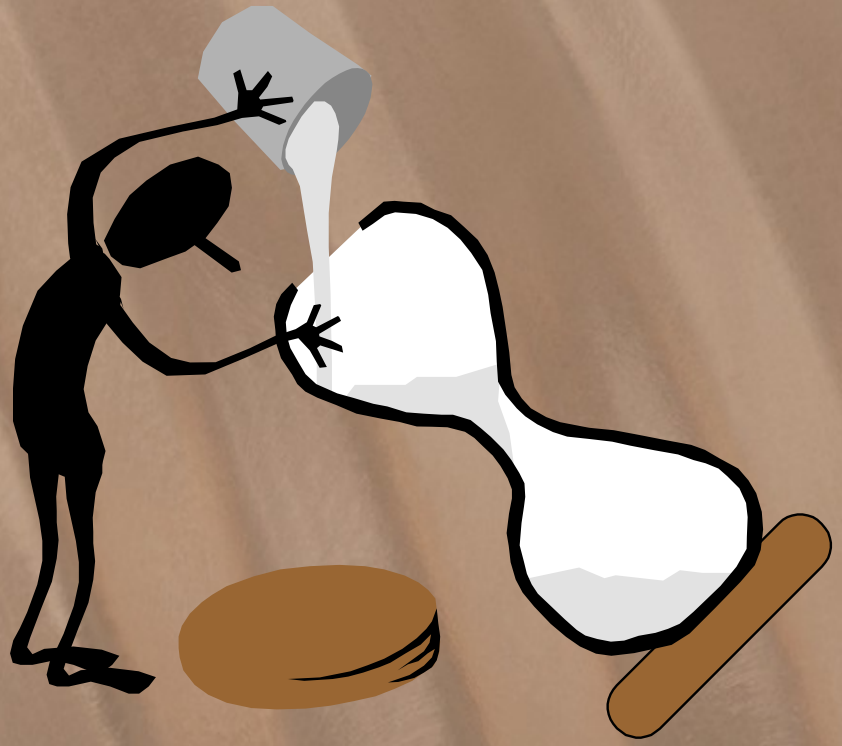
- A new model of helping people change their behavior!

# Motivational Interviewing

- Reconceptualize ambivalence
- See resistance and ambivalence as a *normal* part of change process and as a typical roadblock!
- Not dismissed and labeled as denial and unmotivated

# MI Philosophy

- **Individual decision to change!**
- **Freedom to alter and modify harmful and unhealthy behaviors!**



# Motivational Interviewing

- **Motivation is elicited from the client/patient**
- **It is up to the client to express and resolve their ambivalence!**
- **Direct arguing/persuading is *not* an effective strategy for resolving ambivalence!**
- **Therapeutic relationship is a partnership…**

# MI Approach

- Active, not passive stance!
- Caring and warm approach!
- Listening

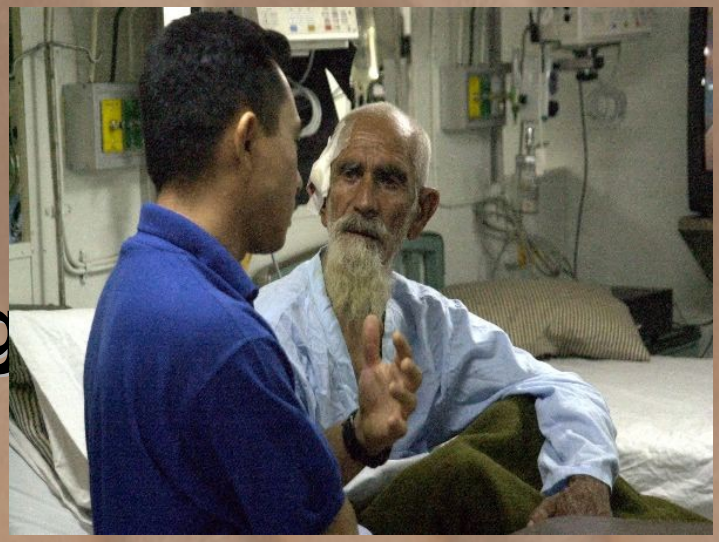
# MI is ***NOT***

- **The answer for every person and all ambivalence and resistance!**
- **The only intervention for every one you see…**
- **A replacement for your experience, training & judgment…**

# MI Skills

- Establish rapport
- Show acceptance
- Listening Skills
- Way questions asked can effect responses!

# MI Strategies



- Reflective Listening
- Express Empathy
- Develop Discrepancy

# MI Strategies

- **Roll with Resistance**
- **Support Self Efficacy- Reinforce expectation and belief that they can change!**

# Common Roadblocks

- Labeling trap
- Blaming trap
- Question & Answer trap
- Confrontation-Resistance-Denial Trap

# MI Summary

- Purpose is to encourage and assist with individual behavior change!
- The readiness to change a specific and problem behavior often varies and fluctuates….

# Additional Information

- **Website**

  **http://www.motivationalinterview.org**
- **Motivational Interviewing. William Miller & Stephen Rollnick, 2002. Second Edition. Guilford Publications.**